

## IMPROVEMENT ON BROAD STREET

Retail and Wholesale Millinery  
Establishment of the House  
of the Kaufmanns.

The building operations on Broad Street for the last twelve months have been wonderful. From time to time the Industrial Section of The Times-Dispatch has told of the great work of tearing down and rebuilding on that strictly business thoroughfare. To tell of a thing in a general way is good enough as far as it goes, but to prove it by actual demonstration is much better. There has been a deal of talk about rebuilding on Broad Street, and it is all true; but the average reader wants to know more about it. The average reader has only to go to Fourth and Broad Streets and look at the splendid building of Kaufmann & Co., the famous millinery men, to be convinced that there is really some good work going on in that neighborhood.

The Kaufmanns have been doing business at that stand for many years, a quarter of a century, but they kinder outgrew the stand and they bought a whole lot of ground in order to make the stand greater and larger. Having acquired all of the needed ground, the wide-awake Kaufmanns sought the attention of the architects and the builders and among them all they have erected at Broad and Fourth streets, a building that is an ornament to the city and a credit to the owners. It is a five-story building and all of it is devoted to the millinery business in one way and another. The shop was collected several weeks ago and the owners are now enjoying it. The big trade opening of the new building came off last week, and the daily rush for several days has been told about in the local columns of this paper. On the first floor of this pretty building the entire rear is devoted to popular price millinery, the front to novelties, accessories, jewelry, gloves, hosiery, etc. It is a mighty big floor and filled with bargains of one kind and another. It is a fact that the floor room on this floor is something about 3,000 square feet, and every foot of it is attractive.

All of the floors are connected by hurry elevators and the elevator that takes one to the second floor gives that one a fine panorama. The entire front of this floor from the elevator towards Broad Street is devoted to the exhibition of all kinds and all sorts. Among the displays on this floor are all kinds of evening gowns and wraps as well as tailored suits, dresses and coats. The comprehensive way in which these goods are displayed makes the work of buying and selling easy enough for the buyer as well as for the seller.

To the rear of the elevator on this second floor and extending across the entire building is the millinery salon and the individual French rooms, making it most convenient and exceedingly comfortable for the good people who are engaged in the selection of their choice from the many imported models that are displayed all about the big room as well as in the cases.

On the third floor there is and always will be magnificent displays of infantile and juvenile apparel, and this display shows everything from the popular price up to the very finest is a magnificent display of children's linens, lingerie and women's negligees. I wish I could describe them, but I can't. I saw them all right, but I can't describe them, not much, for I am not a poet.

The fourth and fifth floors are devoted entirely to the storage of stock and the shipping of goods that have been sold on the lower floors.

The fourth Street side of the building, the Kaufmanns is the wholesale department and it is a very big thing. The wholesale department looks to the whole South from the Potomac to the Gulf of Mexico, and in all of the States within that limit. On this floor the Kaufmanns sell, but of this wholesale side, the Kaufmanns establishment there is something more to be said later on. Kaufmann covers the floor of the floor room and a better arranged and more up to date establishment is the Potomac River and the Gulf of Mexico. Kaufmanns, after a quarter of a century in the business, and studying it through all of its standpoints have brought to the biggest and most up-to-date millinery establishment in the South anywhere in all of the country, and of New York. Richmond is proud of these Kaufmanns and their big store.

### EARNINGS GROW.

If the earnings of the last two months are maintained during the remainder of the year, the American Tobacco Company will show a net profit of 38 percent and 39 percent on its common stock for the full year after payment of dividend. The full requirements of the preferred stock of the American Tobacco Company for the year ended December 31, 1912, have been met. The company has paid the full thirteen months of December 1, 1912, through December 31, 1912, a dividend of \$1.00 per share, or equal to 40 percent on the outstanding common stock. But the company is remembered, is for a thirteen month period, or from the time that the reorganization was started. Estimating the twelve months period on the same basis, the company will show a return of over 38 percent on its \$10,000,000 stock.

### Industrial Scraps from Alar.

Text established a new high record for coal production last week. The output of the mine was 1,000 tons. It is expected that China will soon meet its own demand for cement. During the last four months the number of immigrants into Canada exceeded the number of emigrants. Copper ore discovered in Nova Scotia is said to be of 40 percent pure. Zepher is being taken to Mexico. Chinese merchants in Hong-Kong are establishing department stores modeled on the American plan. Missouri was the first State west of Ohio to mine and smelt lead, a small chest of furnace being erected in 1911. Among other foreign garments Chinese are buying many as well as selling. They prefer green, white and maroon. Glass pipes for telephone and telegraph work are to be made in tropical countries, where the insects and animals are very destructive to wood.

### Greater Salubrity Mills.

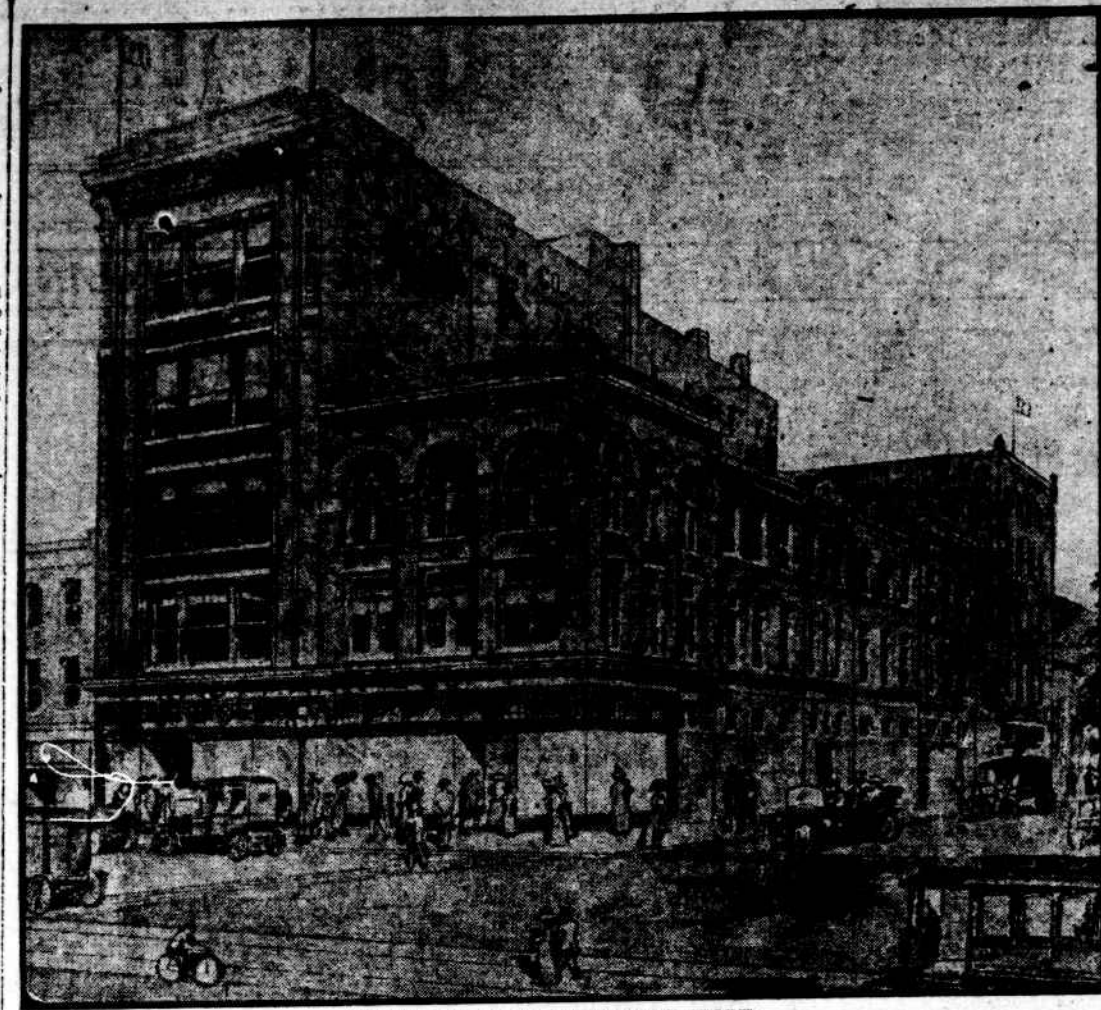
Salubrity Mills, a subsidiary of the Princeton Cotton Mills Company, of this place, has about completed its \$100,000 building. It is a 10-story building, 100 feet long and 100 feet wide, and is to be used for the manufacture of cotton. It is to be the largest and most modern of its kind in the South.

### Development Corporation Arranges for Special Bonds on Bonds for Richmond Falls.

Richmond, Va., September 28.—The Richmond Development Corporation has just active business for the past two weeks, and the managers are looking forward to still greater things. Next week the company will have a lot of

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NEW BROAD STREET MILLINERY STORE.

## PURE-BRED HORSES MUCH-NEEDED LAW

(Continued From First Page.)

All draft horses. No scrub, half or three-quarter bred sires for this progressive Virginia breeder. Only pure-bred stallions of the very best strains of blood, and those bred to mares of such quality that the foals must be saleable for this Virginia breeder was sold for business and meant to make money from the start. I can say that he has done so. He has sold a yearling stallion colt for over \$1,000 and other stock at proportionate figures.

Although at the present writing no pure-bred stallion law exists in Virginia, the question is being discussed and it is thought that such an enactment is likely to be passed by the Legislature at no distant date.

It behooves our farmers and breeders generally to exert their influence in seeing that this salutary law goes into effect.

The time has come when the man who has a pure-bred stallion in Virginia should be protected and not be subjected to the humiliation of having his horse come in competition with half-breeds and the like. Just think for a minute, the honest and enterprising breeder has gone to much trouble and expense to either raise or purchase an animal of this kind, and if he has a stallion that is in addition to being pure-bred, is all right as to conformation and soundness, it seems only fair that his neighbors, being assured of these facts, would encourage this breeder by patronizing his horse in place of using the service of an animal whose breeding and other points are not up to the mark.

### Fine Animals at the Fairs.

There will be, as usual, numbers of fine animals of all breeds on exhibition at our various fairs which are held in our State during the autumn season.

### Take the Big State Fair to be held in Richmond, October 7-12 inclusive.

Let a visitor interested in good horses, especially stallions, compare the pure-bred ones and their get. He will see in the show ring that week no scrub stallions and their get, such as he has too often seen around the country side, and this lesson, if no other, should impress upon his mind the vast superiority of the pure-bred over the scrub. So it will be with all the other live stock he may see at the fairs, pure-breds in the show ring, admired by both judges and visitors, but no place for the scrub.

### HIGH COST OF LIVING.

#### Two Sides to This Important Living Question—Farmers Not Much Hurt.

A Kansas farmer, as a story in the Wall Street Journal goes, came into town to buy a new wagon. The dealer made a price of \$74 to which the farmer objected, saying that he had purchased the same style and make of wagon many years before for \$50. The dealer explained that the advance in the price was due to higher cost of materials, etc., but the farmer was not convinced. After a lengthy argument it developed that the farmer ten years before had paid for the \$50 wagon with 60 bushels of corn; at that time bringing 10 cents per bushel. "I will tell you what I will do," said the dealer. "You give me 50 bushels of corn for this \$74 wagon and I will make you a present of the best tractor in my stock, your choice of tractor, and you can bring your wife down and I will make her a present of the best kitchen range I have in the store and will let her choose up complete with new dishes and cooking utensils. Is it a bargain?" It wasn't.

### INFORMATION WANTED.

#### Eyes That Are Turned Towards Virginia.

Looking to the good South. M. E. England, 200 Main Street, Avenue, Manchester, Wisconsin, wants information concerning the lands near Norfolk, Va. drainage, price, climate, etc. Joseph J. Finkler, 200 Center Street, Chicago, wants to know where he can get cheap land in Eastern Virginia, or North Carolina, to raise wheat, corn and oats with the aid of modern machinery. He also wants to know how far north Texas fever ticks are found.

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## REAL ESTATE AND BUILDING NEWS

(Continued From First Page.)

stein, for \$91,000; 3507 East Grace street, to George E. White, \$4,000; two lots in Henry Place to out-of-town customer, \$500; 3111 and 3113 East Marshall Street, to W. A. Robertson, \$2,750; two frame houses at Twenty-eighth and O Streets, to Harry B. Royall, \$2,025; 280 feet on Taylor and Ritchie Streets, to Willie Sprengle, \$1,400; new house on Grove Avenue, near Sheppard, to H. S. Wallerstein, \$11,000. Pollard & Bagby very often refuse to give the "man of news" any information, but whenever they are willing to "cut loose" he can expect big things.

Shea & Keegan agents who are usually very quiet but always right on the job, have been turning some very fine stunts within the past five or six weeks. A glimpse at their sales book shows that they have recently sold property on Hull Street for \$11,000, Cary Street flats for \$15,000, a lot on Boulevard for \$2,915, a lot on Monument Avenue for \$3,575, the house and lot No. 897 E. Leigh Street for \$6,175, 614 feet on Main Street for \$3,700, 173 feet on Kensington, \$2,100; 200 feet Kensington, \$7,000; Park Avenue lot, \$1,990; two Cary Street houses, \$3,500; several small investments at \$4,000, all amounting to near \$170,000.

### Some Other Deals.

Gibbons & Nuckolls made sales last week that footed up \$50,000, including property on various streets in the northwestern section of the city. Meredith & Co., a new concern, sold two West Grace Street residences for \$15,000, and other properties which ran their total for the week up to near \$20,000.

Perhaps the largest single sale of the week was pulled off by Raab & Co. They sold for Arthur L. Strauss, an "E" shaped lot at the corner of Broad and Madison Streets, for which they obtained \$25,500. Thomas P. Bryan was the buyer, and he made the deal merely as a good investment, although it may be that in the near future costly improvements may be placed upon the grounds.

There is activity in the suburban sections. Barton Heights, Highland Park, Ginter Park and other delightful suburbs report much demand for rental houses and a greater demand for ground upon which home-makers want to build.

### Building Talk.

Building operations are still on the boom order and all of the architects and builders and contractors have their hands full. In a short talk with Shepherd & Peale it was learned that there never was a time when as many plans and specifications were before the contractors and builders for big buildings as now. They are preparing plans and specifications for several large buildings, contracts for which have recently been procured.

The plans and specifications for the handsome Lee Apartments to be erected at Park Avenue and Addison Street, are now completed, and in the hands of the bidders. Bids to be opened on October 8.

This firm of architects has recently formed an association with E. D. Litchfield, of New York City, who has specialized for a number of years on large concrete and steel structures.

Their working force in the draughting department has been greatly enlarged, and they are putting in every stroke possible to get out a number of designs now waiting in their offices.

They also advise that through their New York and Philadelphia connections any building operations on a liberal basis not only in Richmond, but in any of the large cities of the South.

### Enormous Disbursements.

According to reports and estimates in the financial journals, the investors of the country will receive next month the sum of \$104,000,000, representing interest and dividend payments by railroad, industrial and trading corporations, against \$18,412,000 in October, 1911, according to the Journal of Commerce, New York. This is an increase of \$85,588,000. Industrial disbursements will aggregate \$48,112,000, a gain of \$1,012,000, while railroads will pay out \$55,888,000, or nearly more than at the same time last year. The interest settlements combined will amount to \$86,999,000, an expansion of \$1,300,000. Affected by the fact that the returns are more complete than last year, and that a larger number of additions have been made to the list, while the numerous insurance corporations will make disbursements on enlarged capitalizations.

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Richmond capitalists and investors down here for a big sale day. On Wednesday next a semi-education proposition will be on from Richmond to this place. The Old Dominion Line boat, which is in the habit of leaving Richmond at a very early hour, will be held for an hour on Wednesday morning next for the accommodation of people who wish to come here to the big farm land sale of that date, and the development corporation will see to it that the visitors get back to Richmond that night. A special bus will be run from here to Richmond, leaving after the land sale and in ample time to land the Richmond contingent at home by early bed time.

### MAKE WIRE FENCES NOW.

Advances in Prices for Wire and Nails Are Sure to Come.

Further advances in the prices of steel are expected within the next few weeks. Steel wire and nail prices probably will be increased \$1 a ton, putting nails on a \$1.75 per 100 pounds basis and wire at \$1.35. When this is done it will put wire and nails, with other wire products, on the same level as in January, 1910, or higher than for nearly three years. The wire companies are turning out more product than ever in the history of the business, and the outlook for sales and good prices is excellent. Open-hearth and Bessemer steel billets are selling 60 cents per ton higher than a week ago, for next year and from \$1 to \$1.25 per ton higher for shipment in two weeks. Billets are scarce now in all districts, several of the largest mills not being able to produce enough for their own rolling departments. Pig iron price this week average from 25 cents per ton to \$1.50 higher than last week at this time.

### TEXTILE DIRECTORY.

#### Hundreds of Flourishing Mills on Lanes and Branches of Southern Railway.

The land and industrial department of the Southern Railway has just issued the 1912 edition of the "Southern Railway Textile Directory," giving a list of all the cotton, woolen, knitting and other textile mills along the Southern Railway, Mobile and Ohio Railroad, Georgia Southern and Florida Railway, the Virginia and Southwestern Railway and the Southern Railway for Mississippi. The directory shows a total of 782 mills in operation at the beginning of this year, 16,842 looms and 3,420 spindles. There were 64 cotton mills, 145 knitting mills and 23 woolen mills. By States the cotton mills and their equipment were as follows: Alabama, 41 mills, 11,745 looms, 20,855 spindles; Georgia, 34 mills, 2,815 looms, 1,365,380 spindles; Indiana, 3 mills, 1,944 looms, 69,029 spindles; Kentucky, 3 mills, 32,495 spindles; Mississippi, 7 mills, 264 looms, 44,215 spindles; Missouri, 2 mills, 72 looms, 31,175 spindles; North Carolina, 29 mills, 44,832 looms, 2,334,575 spindles; South Carolina, 12 mills, 91,982 looms, 4,623,672 spindles; Virginia, 13 mills, 5,509 looms, 255,600 spindles.

### BIG FINANCING.

#### Railway Officials of the Country Up Against Some Very Fine Figures.

Between now and the end of next year the railroads of this country will have to provide for about \$300,000,000 of maturing securities, exclusive of their equipment obligations. And all but about \$30,000,000 of these maturities come in the next six months, or between now and July 1, 1913. The amount of railroad financing contemplated in 1913 was approximately \$400,000,000. To refund all the securities maturing before July 1 next year, half as much financing would have to be done in the next eight months as was done by the railroads in the year 1911 for all purposes. Most of the roads are also anxious to secure funds for new improvements. The condition of the security market for some time past has kept them from undertaking such new work that would call for outside capital. If the demand for railroad securities improves sufficiently in the next few months to allow the roads to undertake financing for improvements as well as for refunding, railroad officials will be highly pleased.

### APPEAL

The Honorable Boy School and Home at Covington, Va., is in great need of funds for the maintenance of the school and for the necessary expenses and also for an addition of two inexpensive rooms. This is a work of love and of little value in the State. Send gifts and contributions to REV. THOMAS SHERRILL, Covington, Va.

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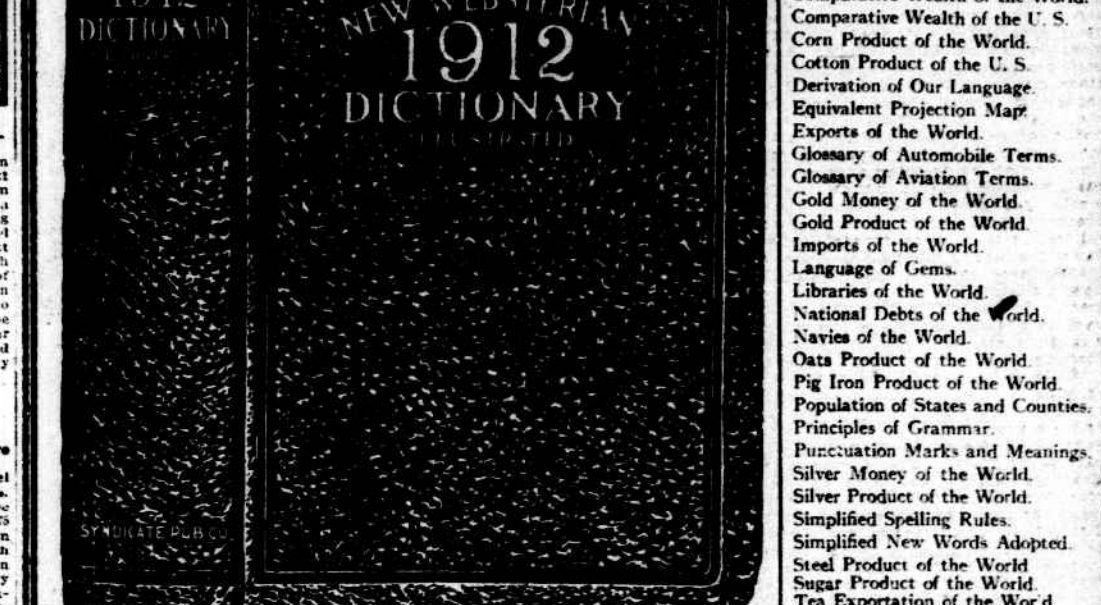
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## CAROLINA TOWNS IN THE BUSY SWIM

(Continued From First Page.)

principally of her immense tobacco manufacturers, easily takes the lead in regard to the value of output. The 3,718 operatives in her sixty-one factories in 1911 produced \$2,251,000 worth of manufactured products, the value of which less the cost of material, (this is, the value added by manufacture), was \$1,241,000. Naturally, one would think of Charlotte, the largest city in the State, ranking first, and if not, certainly second, but (and that, because of its tobacco industry), the 6,709 hands working in the fifty-two manufacturing plants of Winston-Salem come next, having less than \$1,000,000 worth of goods, or a clean value, added by manufacture, of \$852,000. Charlotte does, however, rank third in the value of manufactured products, her output in 1911 being \$1,660,000. While this is considerably more than half the gross output of Winston-Salem, Charlotte's net clean value, added by manufacture, of \$852,000, is but little more than one-third that of the Twin-city, the value being \$2,251,000 and \$852, respectively.

The gross value of products from Greensboro's sixty-one plants was \$2,621,000 in 1911 which, less the cost of material, gave a clear value, by means of manufacture, of \$925,363. This is the only one of the eight cities, outside of Asheville, having less than seven squares for the value given per acre of the "Land of the Sky" being \$665,000.

It may be interesting to note that the eight largest cities in North Carolina, according to population, viz., Charlotte, Wilmington, Raleigh, Asheville, Durham, Winston-Salem, Greensboro, and High Point, have a total of

### WEST POINT NOTES.

**Rate Interference With Oyster Business—Concert Works Get Bump—Other Facts.** West Point, Va., September 28.—The rain that has at last laid the dust has also seemed to cause a cessation to everything. For a day or two it was impossible for a term to work in the rivers, and consequently the dealers have found some trouble in filling the many orders that are crowding in. Oysters are plentiful in quality and quantity, and good weather now, slightly tinged with frost, will make the business hum.

**Lane Cooke, manager of the West Point Ice and Fuel Company, says that through the coming winter his company will make decided improvements to the ice plant in West Point by installing the latest improved machinery.** The Old Dominion Industrial Corporation has rented the property on the corner of Ninth and D Streets, consisting of a store and warehouse, and will at once establish a plant for making concrete cement blocks of all kinds. The plant is ready in need of houses; rents are good and lots may be secured at reasonable prices. There is a growing demand here for small, cozy houses at a reasonable rent. Quite a number of young ladies of West Point who have completed their education in college, high schools and business colleges have found good paying positions right here in their own home town with acquaintances. For years most of the boys after finishing school have had to seek improvement elsewhere, and have been successful. **NEW WORK AT NEWPORT NEWS.** Newport News, Va., September 28.—The Newport News Shipbuilding and Dry Dock Company has on hand nearly 100,000 pounds of work. The latest contract to be worked out with the Boston Navigation Company of San Francisco, for a steamship 60 feet long, 14 feet beam and 12 feet depth, is to be completed in 1913. This vessel will have accommodations to carry about 100 first-class passengers. It will be 4,000-horse-power and will be fitted with six Scotch boilers. Oil fuel exclusively will be used, and it will be atomized mechanically. The vessel is to be completed within thirteen and one-half months from date of contract. Another vessel ordered several months ago is being built at the Newport News plant for the same company. It is to be 500 feet long, 18 feet beam and 6 feet 9 inches depth to shelter deck. It will have accommodations for 50 first-class passengers. The engines will be 1,500-horse-power, to give a sea speed of sixteen knots. One-third of the power will be generated in Scotch boilers and two-thirds in water-tube boilers. Fuel oil will be used exclusively, and the builder's standard outfit for the mechanical atomization of oil will be installed. The Boston Line steamer will be used in passenger and freight service between San Francisco and the Hawaiian Islands.

**Improvidence** Is not due so much to a DESIRE to spend every cent earned as it is to a failure to understand the value of small economies. Lay aside something from your income every day, week or month. Deposit these amounts regularly in the Savings Department of the MANCHESTER NATIONAL BANK and the lesson of economy is soon learned. The results will surprise you. **Manchester National Bank** F. P. McConnell, President W. L. Walters, Vice-President A. A. Adkins, Vice-President D. C. Ballard, Cashier W. J. Fisher, Asst. Cashier